



# USTDA

U.S. TRADE AND DEVELOPMENT AGENCY

## Southeast Asia

Linking U.S. Businesses to  
Global Infrastructure Opportunities

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The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

### USTDA Programs

USTDA promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries. The Agency's objectives are to help build the infrastructure for trade, match U.S. technological expertise with overseas development needs, and help create lasting business partnerships between the United States and emerging economies.

USTDA advances these objectives through its two key programs, the International Business Partnership Program and the Project Development Program.

In support of the National Export Initiative, USTDA launched the International Business Partnership Program (IBPP) to connect foreign project sponsors with U.S. manufacturers and service providers in order to open new export markets and identify commercial opportunities for U.S. companies. USTDA's reverse trade missions – the mainstay of the IBPP – bring foreign decision-makers to the United States to observe the design, manufacture and operation of U.S. products and services that can help them achieve their development goals. These visits also include meetings with financial institutions to introduce financing options, as well as technical and regulatory bodies that can assist with strengthening the project sponsor's technical capacity.

Through feasibility studies, technical assistance and pilot projects, USTDA's Project Development Program helps overseas project sponsors identify technological solutions and various sources of financing for priority infrastructure projects.

### Power Transmission Best Practices and Technologies

USTDA sponsored a U.S. visit for a delegation of senior officials from Vietnam's National Power Transmission (NPT) Corporation. Having identified \$5 billion worth of upgrades and investments needed for the NPT's network, the delegates had the opportunity to visit U.S. power transmission companies and manufacturers of transmission equipment. The delegation also met with consulting companies that could assist with power service capabilities and power plant construction management. Shortly after the visit, NPT and GE signed a memorandum of understanding to work together on a pilot to install GE's relay system on NPT's network. To date, NPT has purchased \$11 million worth of GE equipment, and NPT and GE are currently working with the U.S. Export-Import Bank on a purchase of additional equipment valued at \$36 million.



Delegates from NPT tour Georgia Power's substation facility



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### Partnering for success

USTDA is partially funding a feasibility study for the construction of two 24MW waste to-energy facilities for Bacavalley Energy, Inc. (BEI) in the Philippines. These facilities are projected to provide power to 64,000 homes, which will address the nation's energy shortfall and assist the Philippines in meeting its renewable energy goals. The study will evaluate fuel supplies and markets, renewable energy technologies, plant siting specifications, power sales and regulatory requirements, as well as the environmental impacts of the proposed waste-to energy facilities.

### Enhancing cooperation through exchange

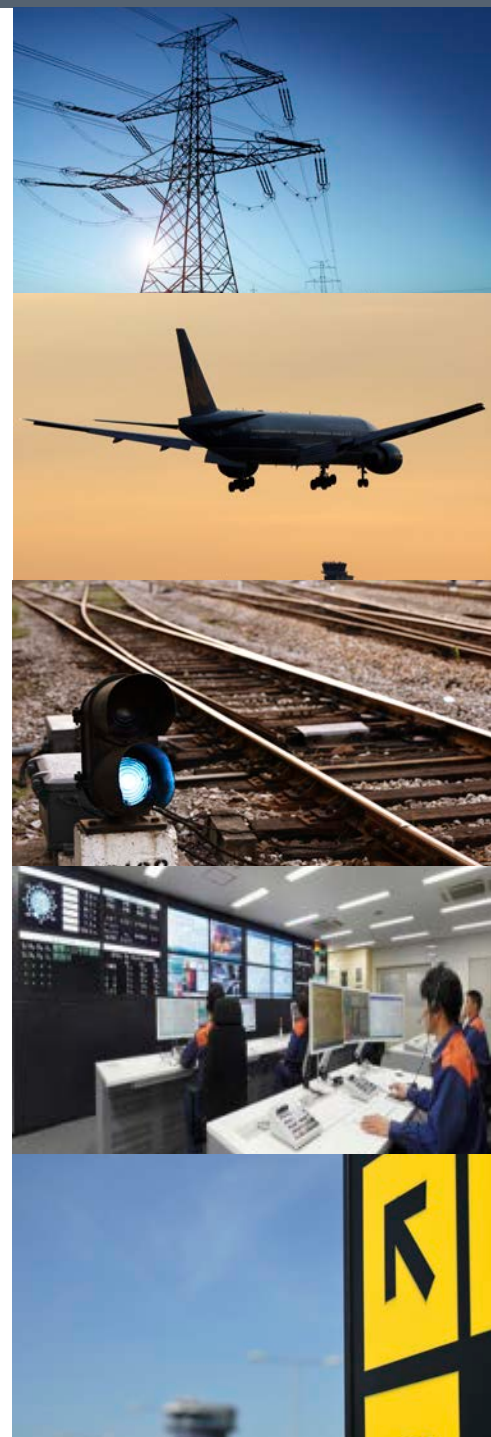
In cooperation with the ASEAN Committee on Disaster Management (ACDM), USTDA supported Southeast Asia's regional efforts to recover from floods and to effectively address future natural hazards by sponsoring a workshop for ASEAN disaster management authorities. The workshop aimed to identify appropriate technical and operational solutions, and to enhance capabilities for adequate preparation and effective response to disaster-related emergencies. The workshop, which was the inaugural activity of the U.S.-ASEAN Connectivity Cooperation Initiative, provided an opportunity to demonstrate U.S. technologies and the role that the U.S. private sector can play in supporting disaster management, mitigation and recovery efforts throughout the ASEAN region.

### Supporting exports and U.S. jobs

USTDA supported a technical and planning assistance initiative for PT Kereta Api Indonesia to evaluate the modernization of rail signaling as well as other information and communication technologies (ICT) the country's rail sector. This initiative will involve the creation of a strategic plan for rail signaling investments and provide recommendations for the integration of advanced technologies, such as on-board locomotive systems, positive train control solutions and block signaling systems.

### Leveraging industry innovation and resources for win-win results

USTDA sponsored the Asia-Pacific Economic Cooperation (APEC) Business Aviation Access workshop and Reverse Trade Mission to foster dialogue about creating more favorable regulatory and development environments for business expansion and general aviation operations in key Asia-Pacific markets. The workshop and RTM, which took place in October 2012, focused on linking APEC aviation regulators with U.S. regulators, operators and manufacturers of general aviation technologies and equipment.



#### Contact us for more information:

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